

D-Link Business Solutions

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Sales Engineer

1 December 2011

business



D-Link®

About D-Link in Canada

- › Canadian presence since 1991
- › Over 85 employees
- › Headquartered in Mississauga with satellite offices in Calgary and Montreal
- › 64,000 sq. ft. facility
- › Offers bilingual Pre-sales, Sales, Engineering, Technical & RMA Support + Warehouse facilities.
- › Strong presence in Education, Consumer market, SOHO, SMB, and Enterprise markets.
- › Supplier to the Canadian Federal Government since 2006 (NESS)
- › We Own Our Supply Chain, Bringing Products to Market Faster



Why D-Link Networking?

- › **FLEXIBILITY** / Good, better, best
D-Link goes further
- › **SIMPLICITY** / Ease and self-healing
Automation, end-to-end solutions
- › **SECURITY** / Network, people, assets
IP expertise protects network and premises
- › **RELIABILITY** / Highly available
Quality, resilience, lifetime warranty

D-Link is ...

Business Solutions

D-Link is... Switching



D-Link is... Storage



D-Link is... Security



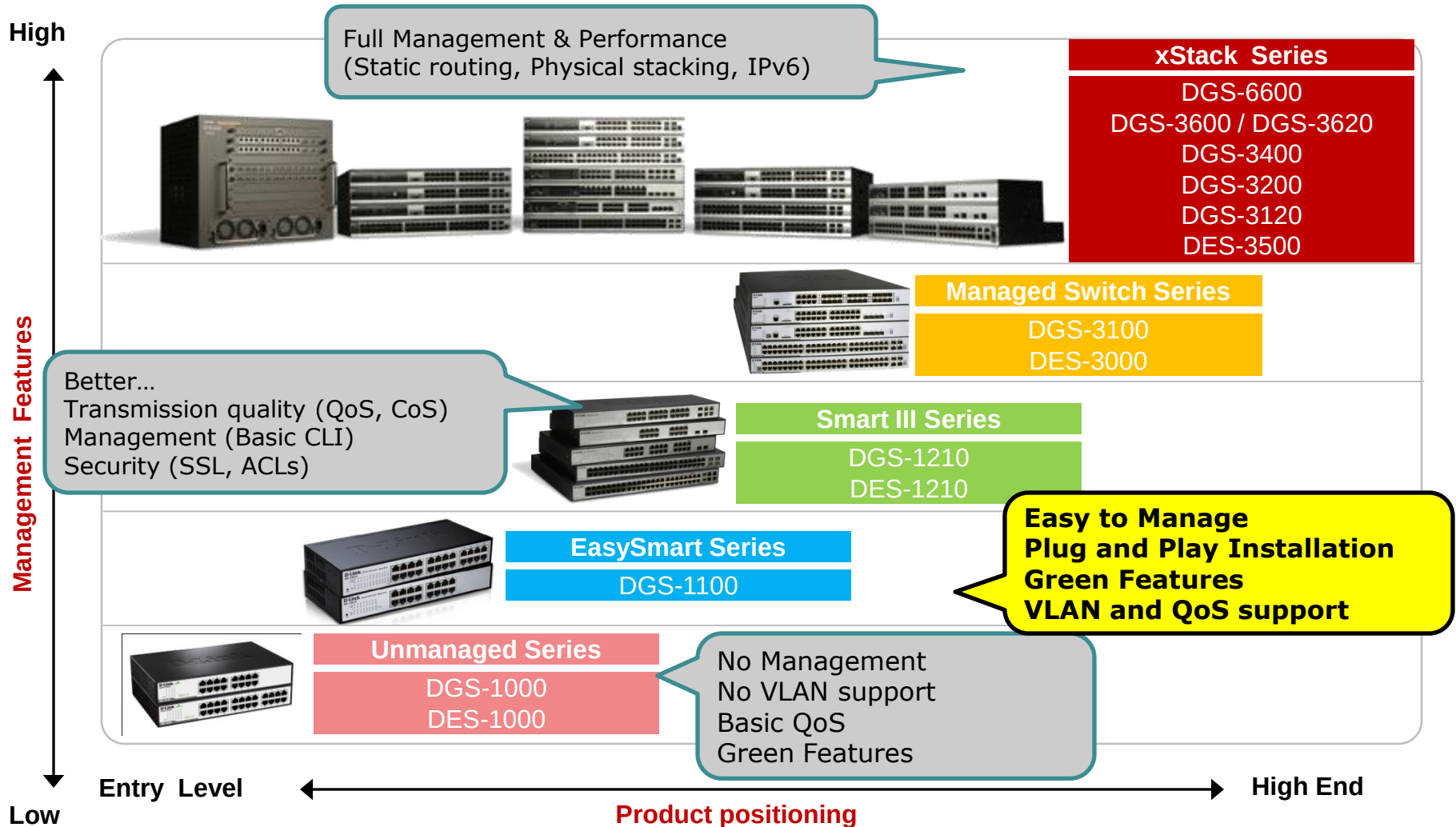
D-Link is... Wireless



D-Link is... IP Surveillance



D-Link Switch Portfolio



Web Smart Switch Series

Delivering efficient, secure and scalable network without complexity



Management	Security	QoS and Voice / Data Integration	Advanced Features
• Intuitive Web-based GUI • SmartConsole Utility • Compact CLI • Integration with D-View 6.0 • SNMP v3	• D-Link Safeguard Engine • 802.1X authentication • Access Control List based on MAC and IP address • ARP Spoofing Prevention	• Differentiated Service Code Point (DSCP) QoS • Auto Voice VLAN • Auto Surveillance VLAN	• Loopback Detection • Cable Diagnostic • IGMP Snooping optimizes multicast traffic

D-Link EasySmart Overview

- **Smart Style Web GUI:** following Smart series UI design, easy to pick up and set up.

D-Link
Building Networks for People

Tool Bar

admin - 10.90.90.2 Logout

Save Tools

Function Tree

- DGS-1100-16
 - System
 - System Settings
 - Port Settings
 - Trap Settings
 - Password Access Control
 - L2 Features
 - Port Trunking
 - IGMP Snooping
 - Port Mirroring
 - Loopback Detection
 - Statistics
 - Auto Surveillance VLAN
 - Cable Diagnostics
 - VLAN
 - 802.1Q VLAN
 - Port-Based VLAN
 - QoS
 - 802.1p Default Priority
 - Storm Control
 - Bandwidth Control
 - Security
 - MAC Address Table

Device Information

Device Information			
Device Type	DGS-1100-16	System Up Time	0 days 0 hours 56 mins 40 seconds
System Name		MAC Address	00-E5-19-14-88-99
System Location		IP Address	10.90.90.90
Boot Version	1.00.00	Subnet Mask	255.0.0.0
Firmware Version	4.20.11	Default Gateway	0.0.0.0
Protocol Version	2.001.003	Trap IP	0.0.0.0
Hardware Version	B1	Login Timeout (minutes)	30
Serial Number	1MB1733K0000A		

Device Status and Quick Configurations

Port Mirroring	Disabled	Settings	Port Trunking	Disabled	Settings
Storm Control	Disabled	Settings	802.1Q VLAN	Disabled	Settings
IGMP Snooping	Disabled	Settings	Loopback Detection	Disabled	Settings

Main Configuration Screen

The switches

DGS-3120 EI



Support Static Route, Egress ACL, ERPS, IMPB

DGS-3120 SI



Stacking, SIM

DGS-34XX



Support RIP,
10G uplink,
OAM

DGS-3620 SI



Support VRRP,
OSPF, IGMP, PIM
(exclude OAM)

DGS-3620 EI



Support BGP,
QinQ, OAM, IPv6
tunneling, MPLS

SI: Standard Image EI: Enhanced Image

DGS-3120 Series

The DGS-3120 Series are an advanced Gigabit layer 2 switch family designed to connect end-users in a secure SMB or medium enterprise network. These switches support physical stacking, multicast, enhanced security, and Power over Ethernet making them an ideal Gigabit access layer solution. The DGS-3120 Series is embedded with two different software images. The Standard image includes QoS traffic shaping, L2 multicasting, and robust security features. The Enhanced Image supports ERPS, Ethernet OAM, Static Route, sFlow, and IPv6 features.

› Competition

- HP 2510G/2520G, 3Com 4200G/4210G (HP E4210G)
- Cisco SGE2000/SGE2010, 2960S (Lan Base)
- Netgear 7224v2/7248v2

› Warranty

- Lifetime – DGS-3120 is now an xStack switch

› Replaces

- DGS-3100 Series



Hardware Overview

- **NEW RPS design**

- When working with the new RPS (DPS-700), DGS-3120 PoE models support two operation modes.
 - **Redundant Mode:** RPS acts as a **backup** power; PoE power budget remains **370W**.
 - **Expansion Mode:** RPS acts as **load sharing** power; PoE power budget expands to **740W**.

- **PoE (802.3af) & PoE Plus (802.3at)**

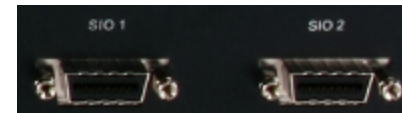
- DGS-3120-24PC/48PC supports 802.3af and 802.3at PoE standards for all ports
- **Full power for 24 or 48 ports** when connecting to **802.3af (15.4W)** PD.
- **Full power for 24 ports** when connecting to **802.3at (30W)** PD.

Hardware Overview

› Brand New Hardware Design

- **High Stacking Bandwidth**

- Support up to **40G** bi-directional stacking bandwidth with embedded **CX4** interfaces.



- **Smart Fan**

- Internal heat sensor monitors switch's temperature and adjusts the fan speed accordingly.
- Improve the MTBF with slower fan speed and reduce noise¹.

- **External SD Card**

- Flexible storage choice to keep configuration file, boot image and syslog.

- **Green design that saves power**

- The latest generation chipset offers lower power consumption.
- D-Link Green Features, Time-Based PoE

DGS-3620 Series

The DGS-3620 Series are a next generation Gigabit layer 3 switch family designed for high performance core network applications. These switches support physical stacking via all new SFP+ ports, dynamic and multicast routing capability, enhanced security, and Power over Ethernet making them an ideal for the core of a medium enterprise network or the aggregation / edge layer of large enterprise networks. The DGS-3620 Series is embedded with two different software images. The Standard image includes features businesses require while the Enhanced Image supports IPv6 routing and Metro Ethernet features.

› **Competition**

- HP A5800G, E5500, E6600, 3500yl Series
- Cisco 3560X, 3750X (all images)
- Netgear 7328S/7352S

› **Warranty**

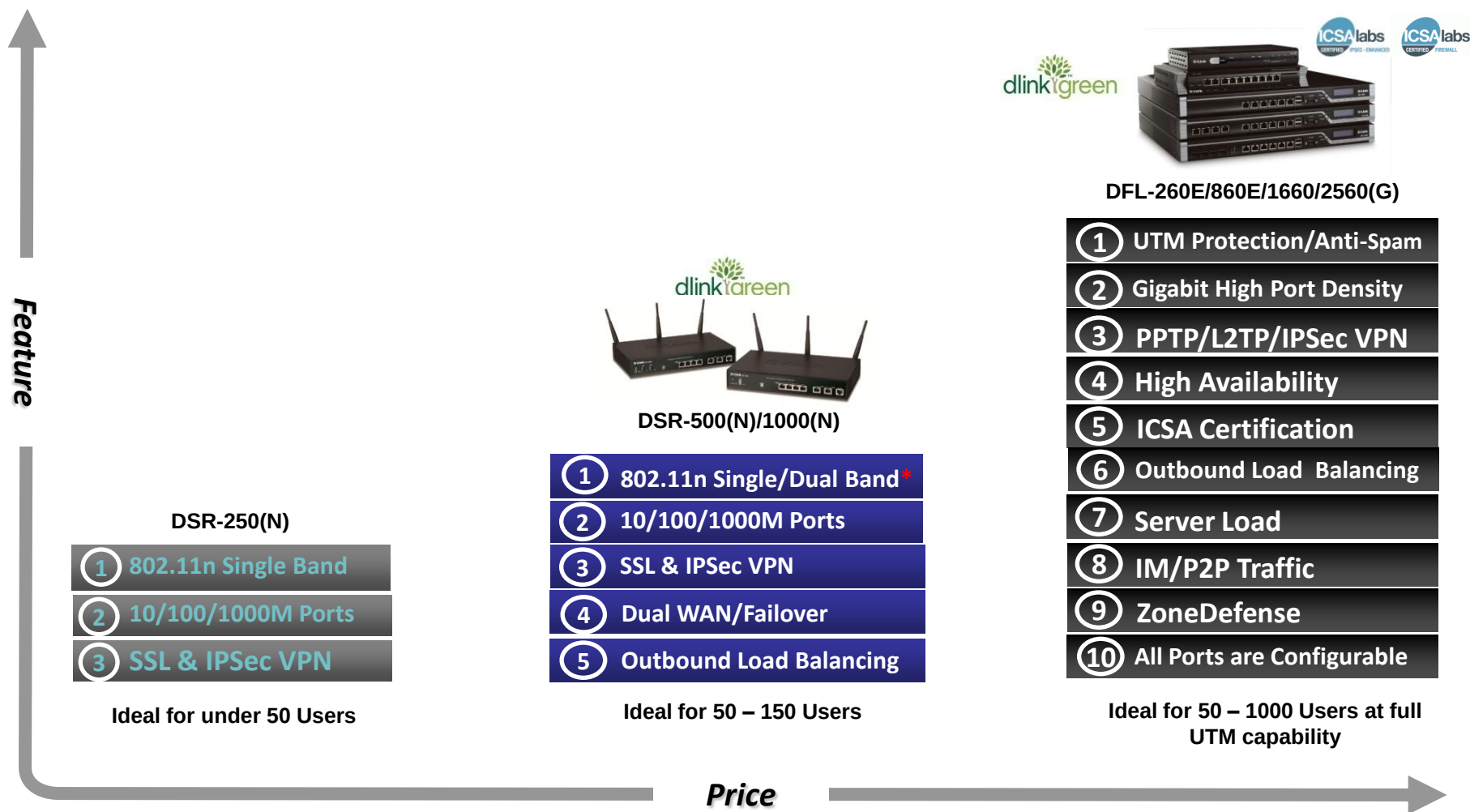
- Lifetime

› **Replaces**

- DGS-3600 Series



Security Product Positioning



*Only supported for DSR-500N/1000N

Unified Wireless Switch Family

D-Link Unified Access System Solution

- DWS-4026 Unified Switch
- DWL-8600AP 802.11n Unified AP
- Management: Switch Clustering / 802.1X Authentication
- Enhanced Security: Wireless Intrusion Detection (WIDS)
- Roaming Enhancement: AP-AP Tunnel
- 8600AP Standalone function: AP Clustering
- 8600AP Standalone function: Wireless Distribution System (WDS)



Switch	DWS-3024L	DWS-3026	DWS-4026
Description	24-port Gigabit L2+ Switch, PoE Unified Switch	24-port Gigabit L2+ Switch, PoE Unified Switch with 2x 10GE open slots	24-port Gigabit L2+ Switch, PoE Unified Switch with 2x 10GE open slots
Access Points	DWL-3500AP / DWL-8500AP / DWL-8600AP	DWL-3500AP / DWL-8500AP / DWL-8600AP	DWL-8600AP
# of AP's	24	48	64
Stackable to:	96	192	256
Note	PoE Capable		

MSRP

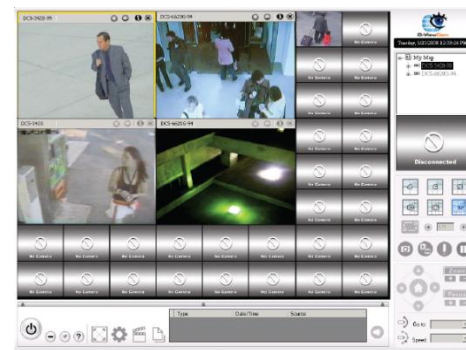
\$4,699

\$6,199

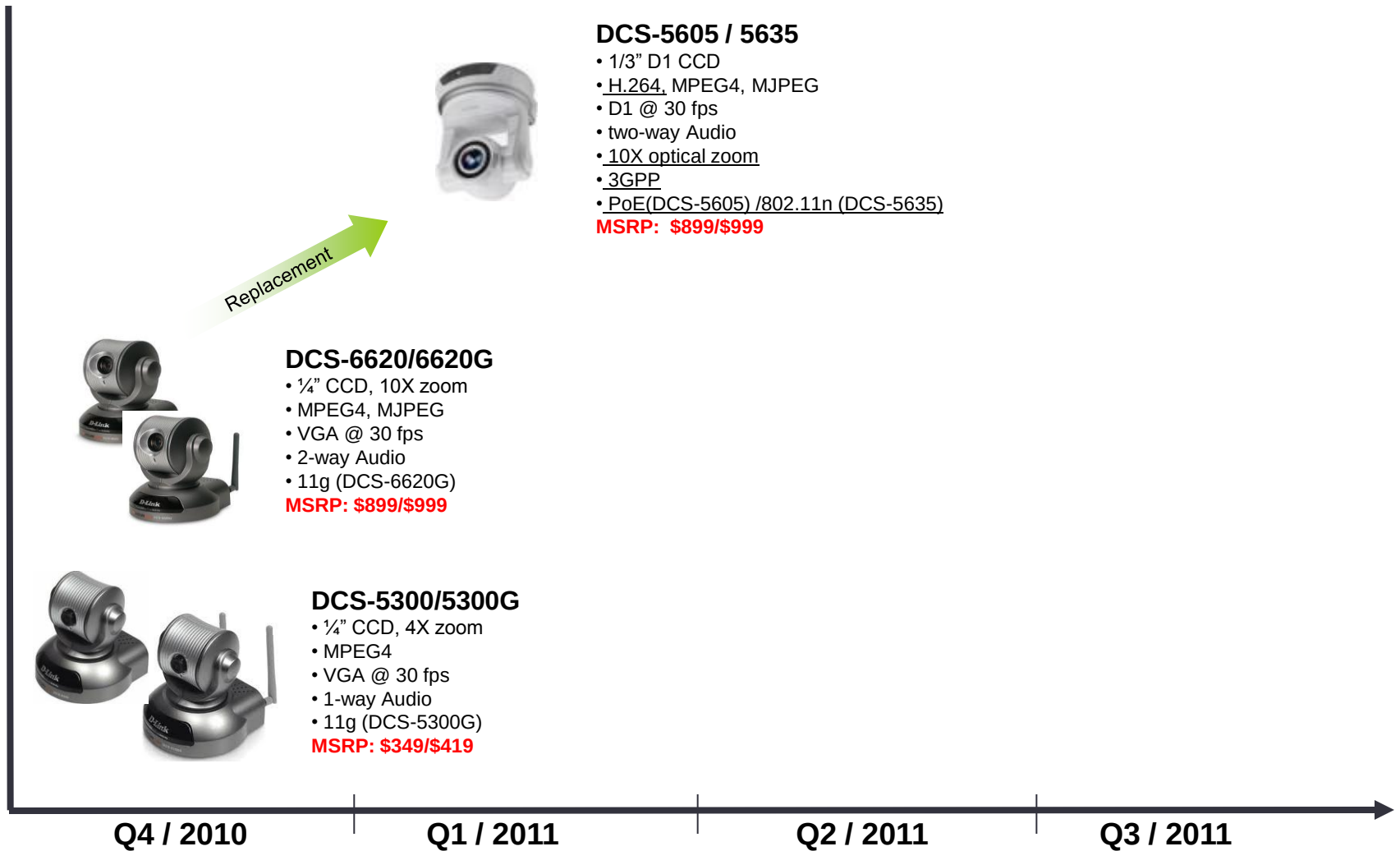
\$8,999

IP Surveillance

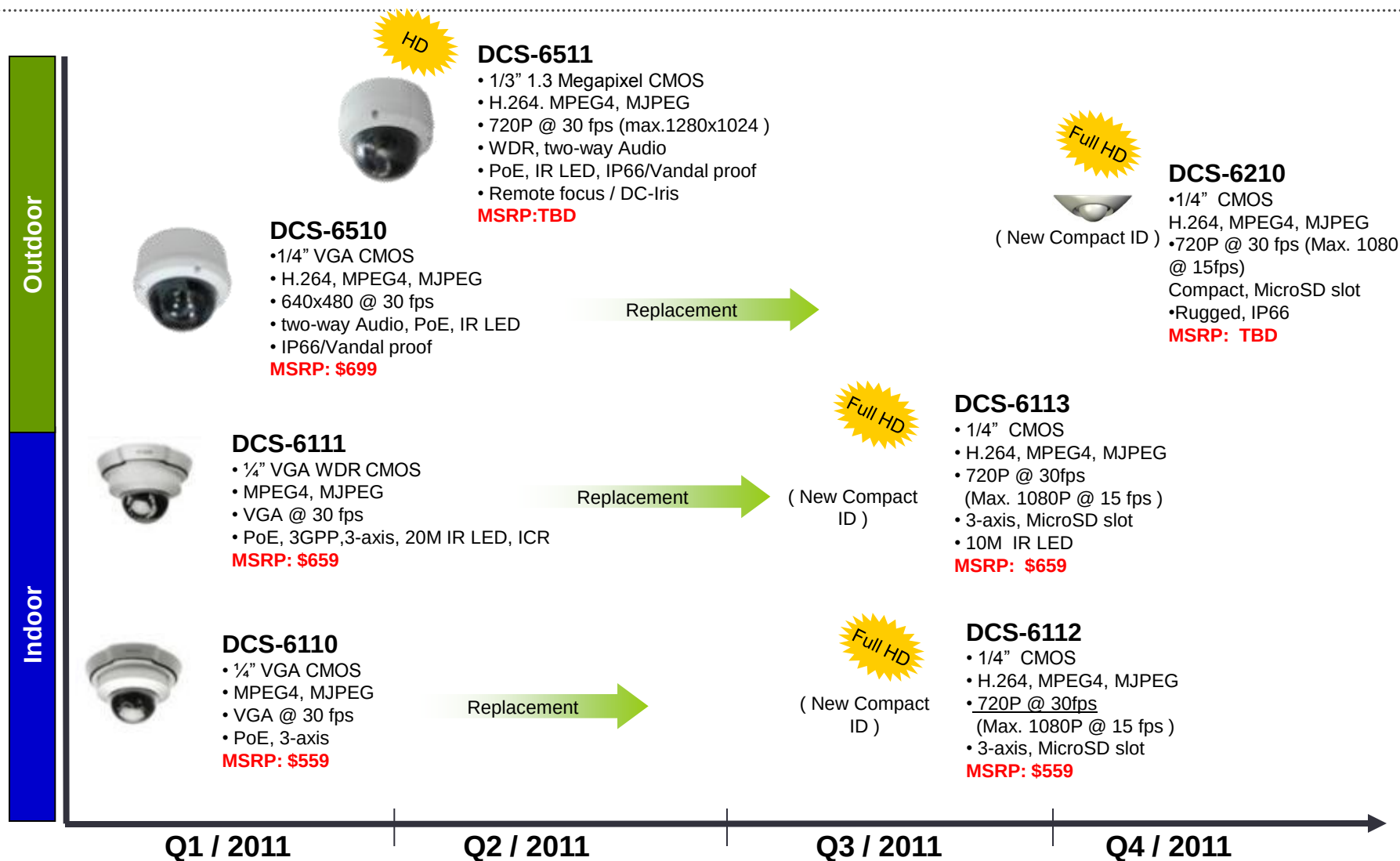
- Includes FREE D-View Software, managing up to 32 cameras
- Low-Light and No-Light capabilities capturing video in any environment
- 2 Way Audio that can be disabled when needed
- Complete solution – camera, software, storage, PoE switches
- Remote Monitoring and Recording capabilities
- H.264 Video Compression
- Access to FREE Technical Support



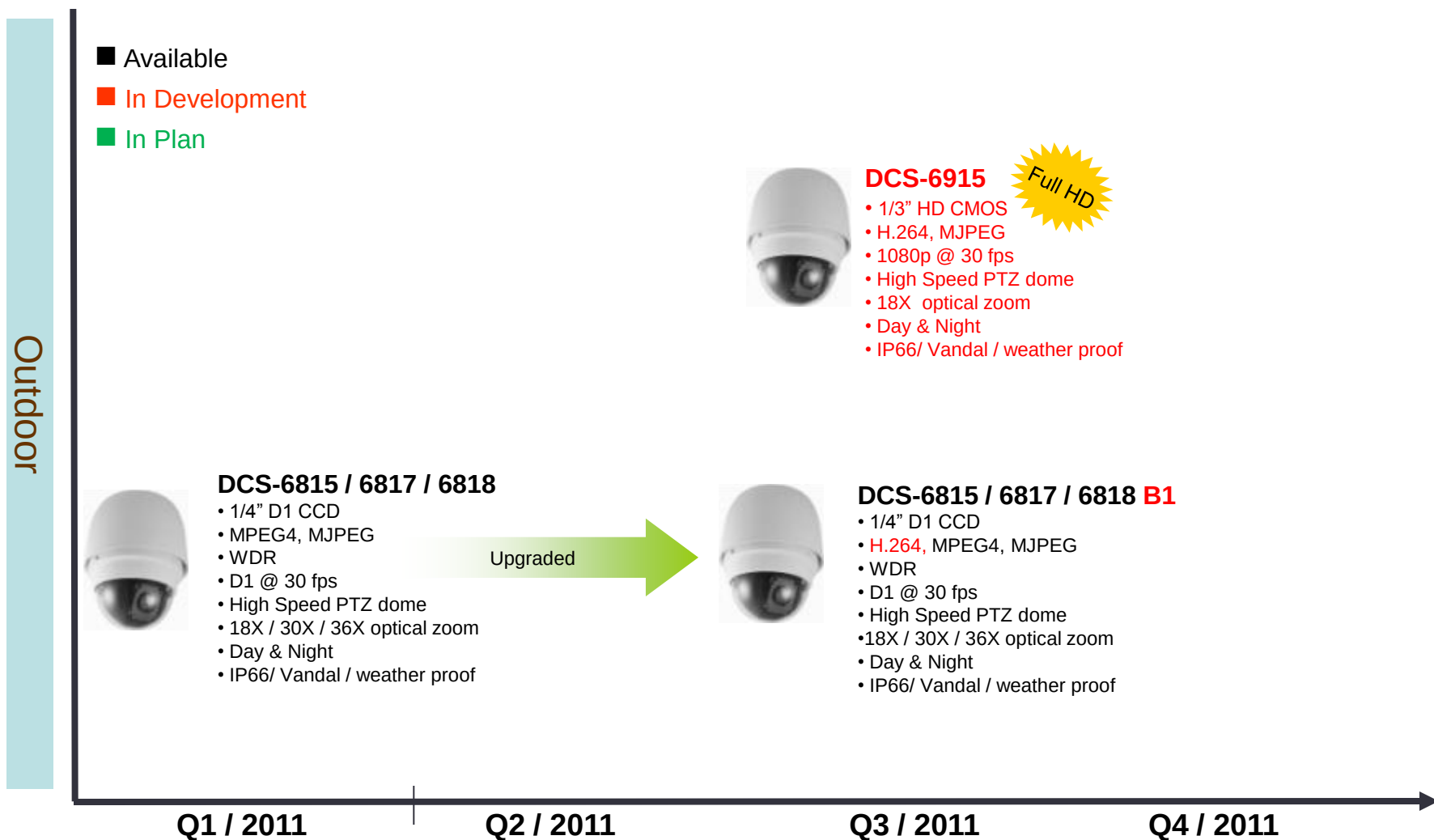
Business PTZ Cameras



Business Dome Cameras



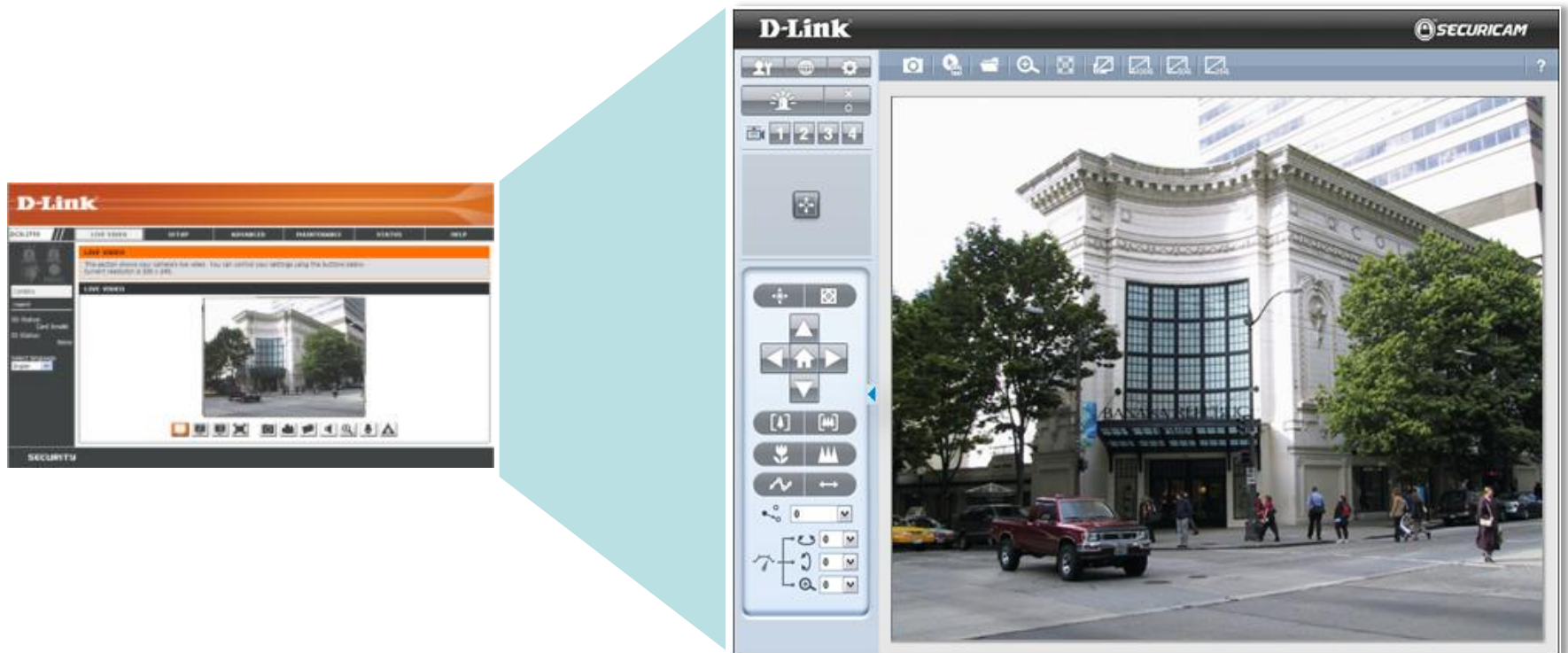
Business Speed Dome Cameras



Key Features

■ Advanced web interface

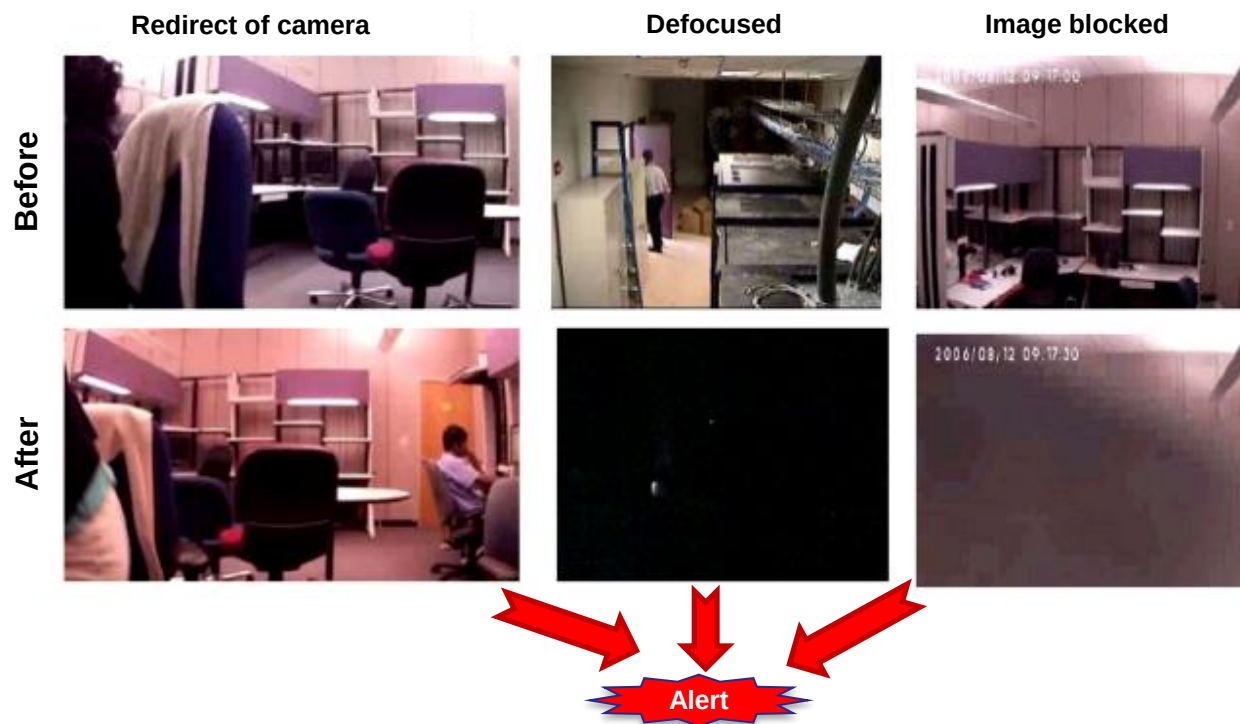
- Redesigned web GUI for improved usability and professional experience
- Unified blue/grey look and feel, implemented from now on in all our professional cameras



Key Features

■ Tamper detection

- Tamper Detection can respond to tampering attempts on the camera by triggering an alert
- Detection scope: redirect of camera, defocused, image blocked or spray-printed of the front cover



Key Features

■ Onvif compliant

- **ONVIF**, the Open Network Video Interface Forum, is an open industry forum for the development of a global standard for the interface of IP-based physical security products
- A global interface standard will make it even easier for end users, integrators, consultants and manufacturers to take advantage of the possibilities offered by network video technology



Visit ONVIF official website for more details: www.onvif.org

H.264

The improved compression performance of H.264 comes at the price of greater computational cost. H.264 is more sophisticated than earlier compression methods and this means that it can take significantly more processing power to compress and decompress H.264 video.

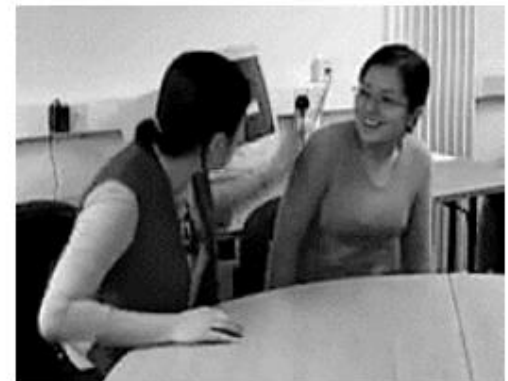
A video frame compressed at the same bit rate compared as below figures:



MPEG-2



MPEG-4



H.264

Wide Dynamic Range

WDR is a sensor technology to handle variations of bright and darker lighting conditions. It's function is to act like the human eye under quickly changing lighting conditions.

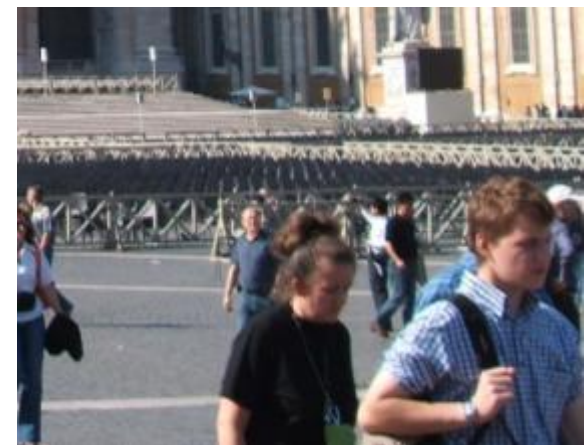


ePTZ

- › ePTZ enable users to select a target region for close-up shots by simply clicking on the camera video feed on their screen thru browser.
- › It can highlight the megapixel camera strength and no need to worry about the mechanical I/O cycle, since it contains no moving parts.

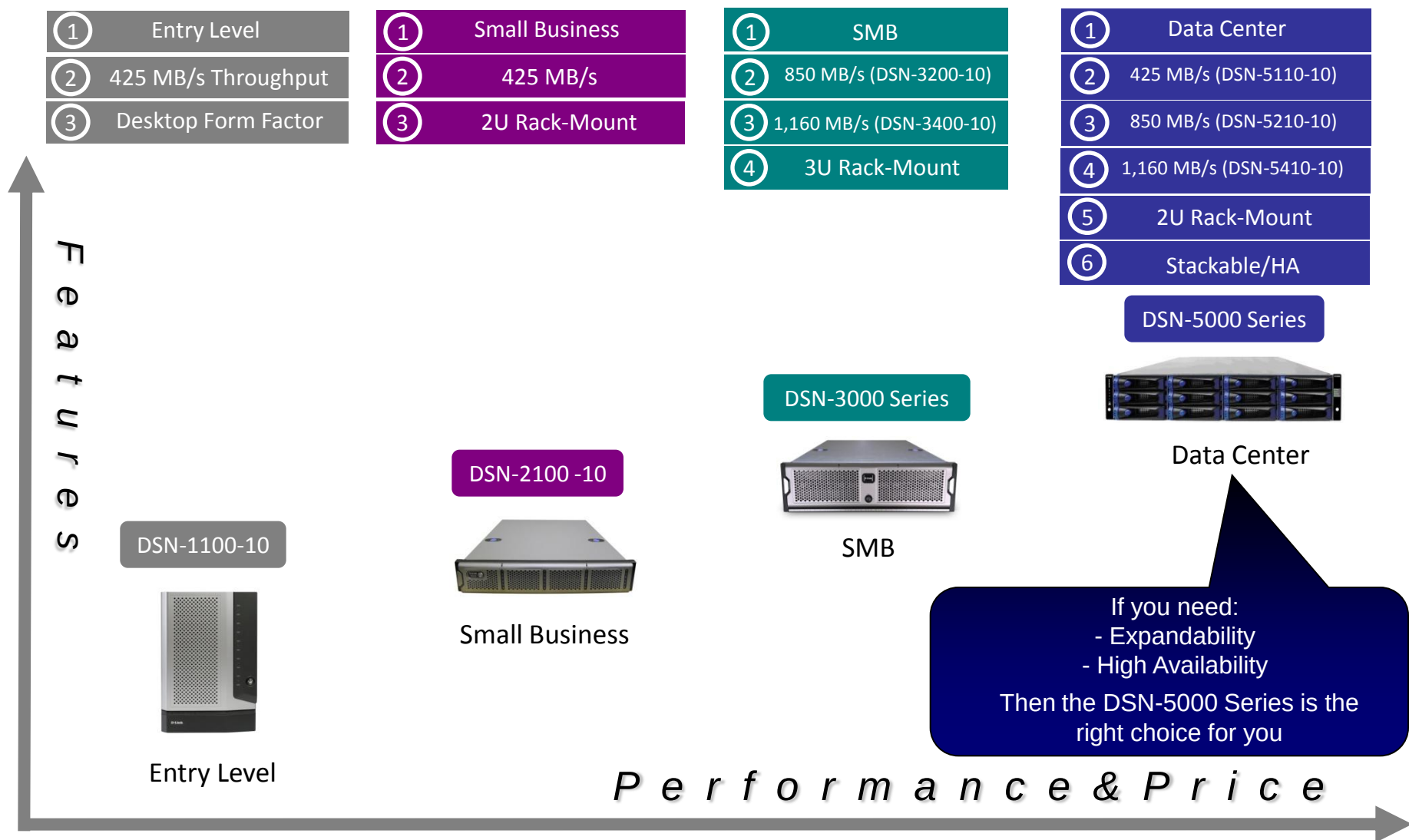


Full view of video

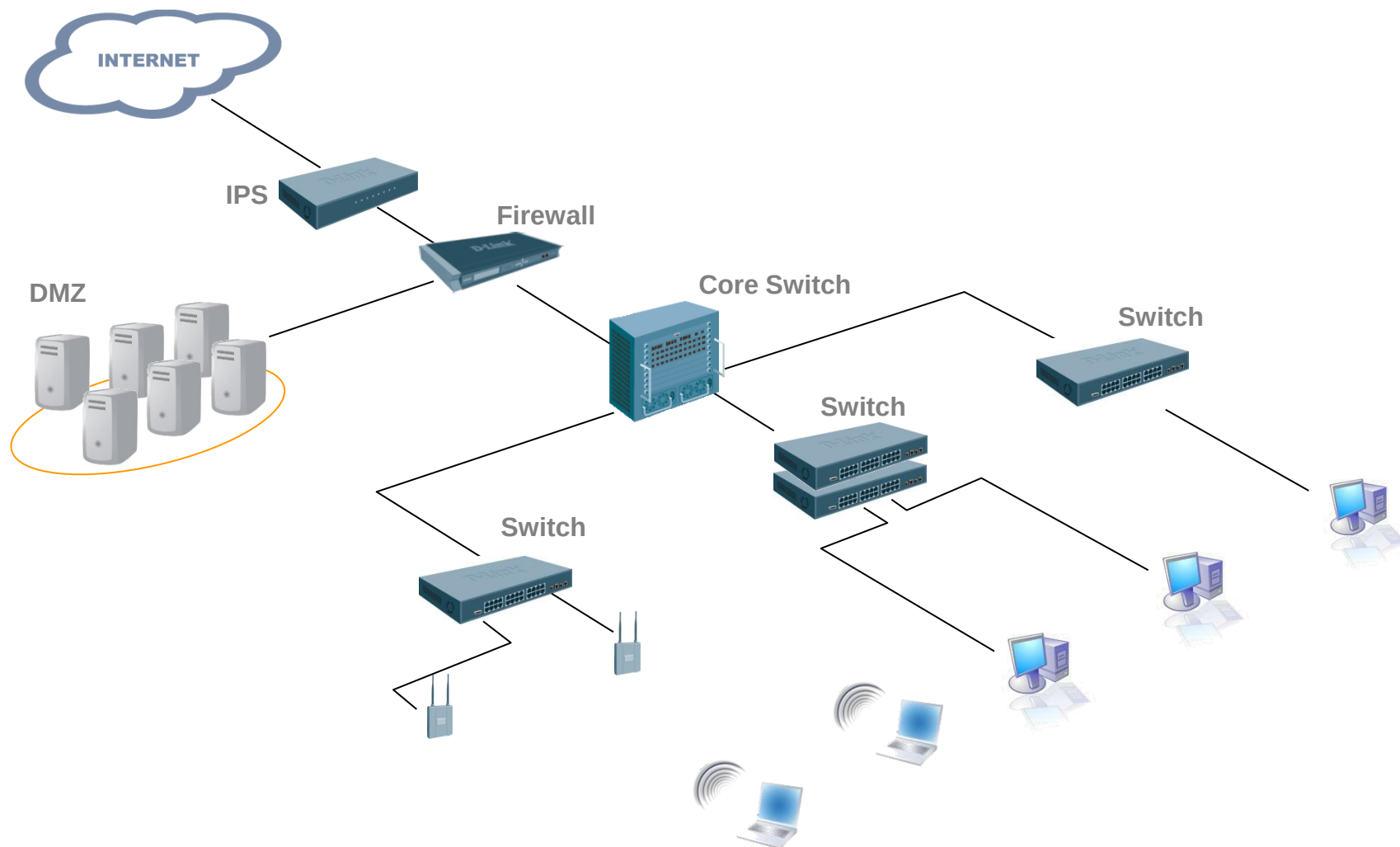


ePTZ to right side of video

Storage

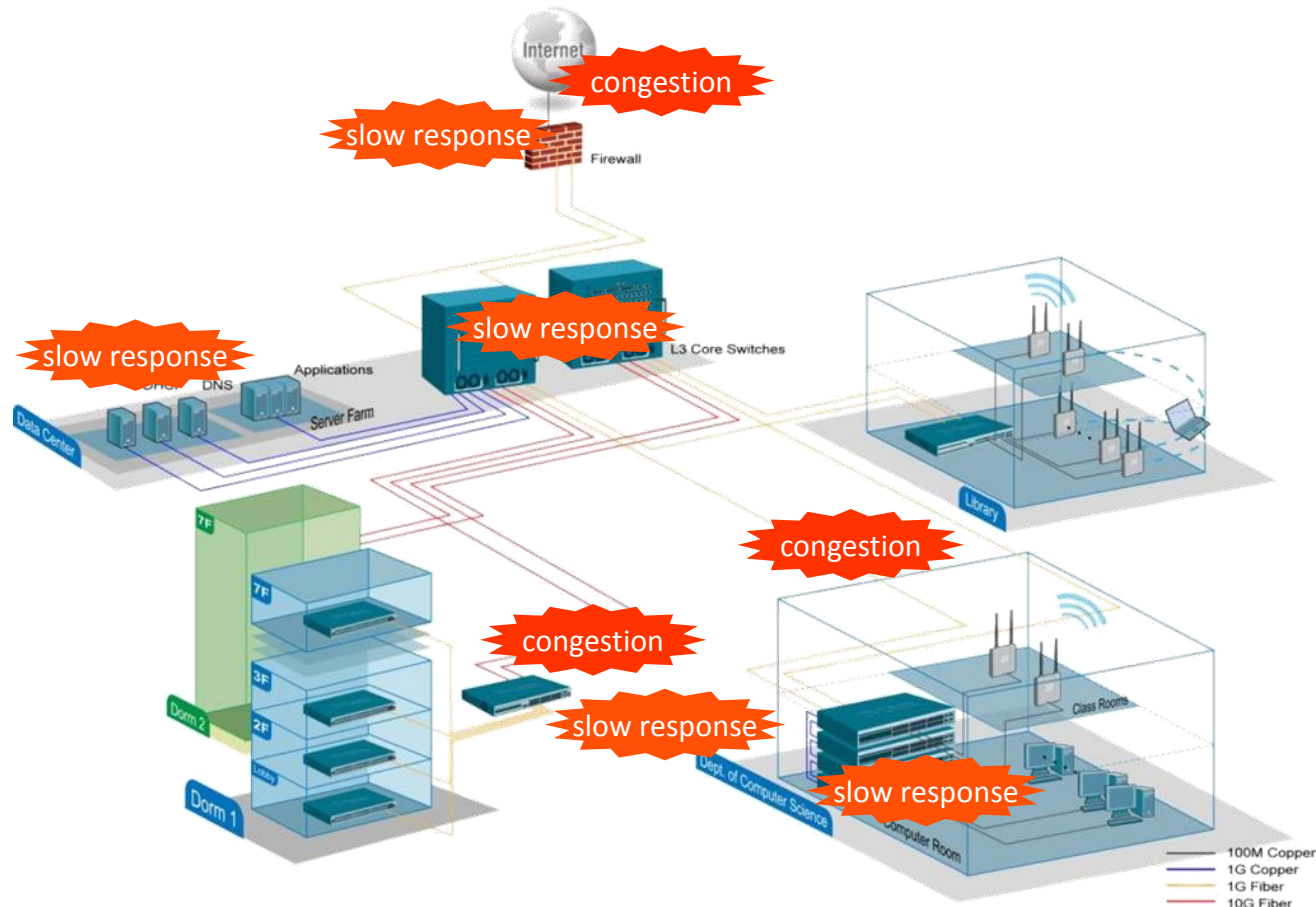


Securing your LAN



Problem: Worm Outbreak

Users like to download and install lots of freeware or shareware which might contain Trojan or virus and keep on disturbing to the network. Sometimes, the virus infection & worm infection cause the network down time

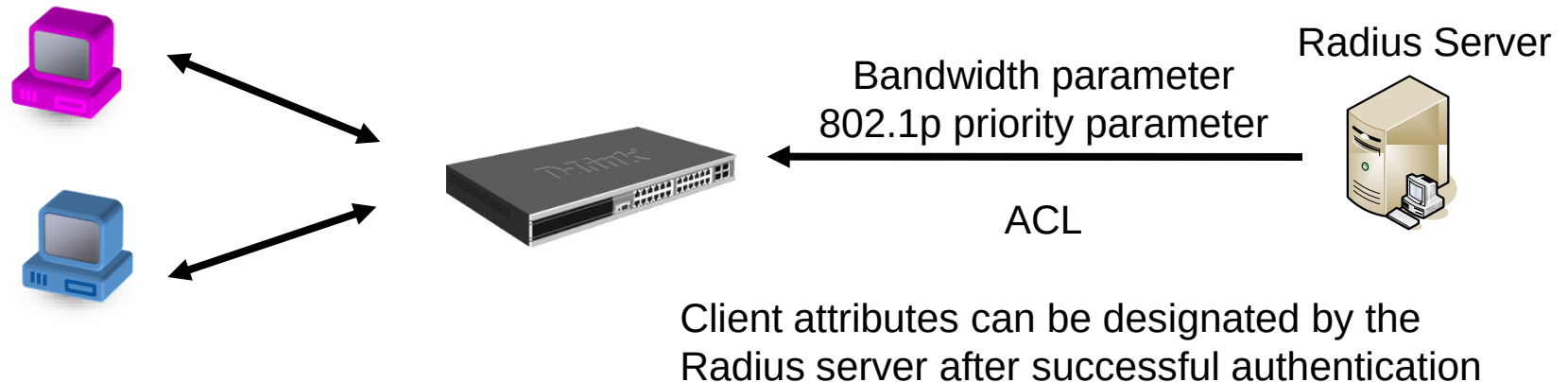


Solution: ACL + Safeguard Engine

D-Link xStack switches are fully equipped with **L2-L7 ACL**. Even if it is a L2 switch, it can perform up to L7 packet inspection.

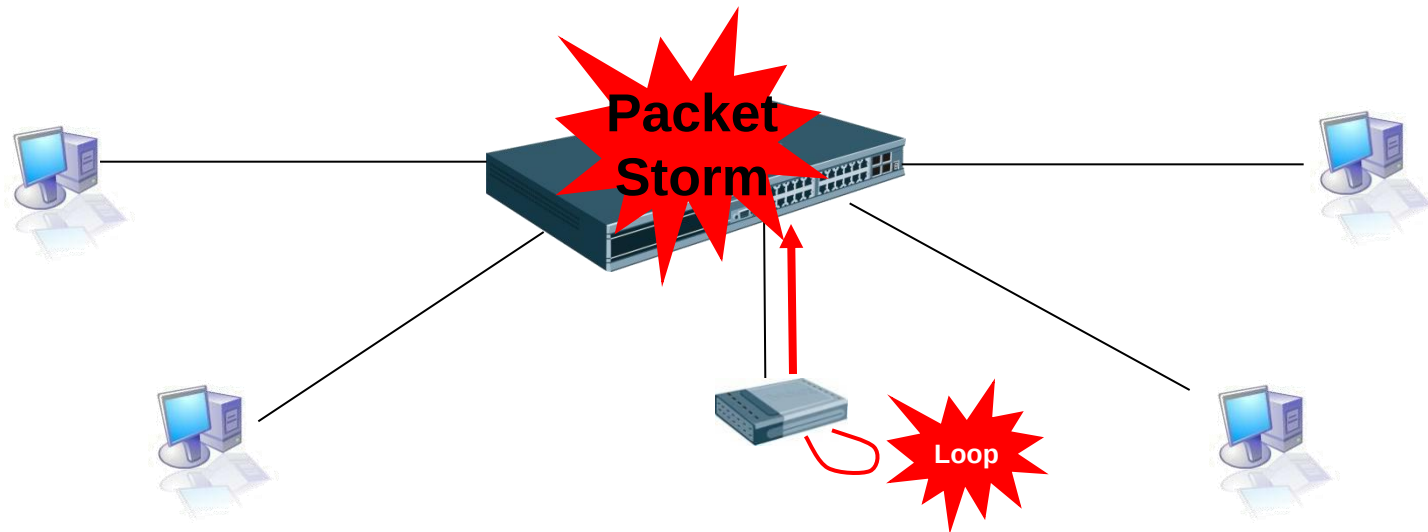
Comprehensive ACLs on D-Link xStack switches help network administrators perform application control without compromising performance.

Safeguard Engine feature can protect D-Link switch from overwhelmed by worm outbreak. Keep the network with high availability



Problem: Loop Connection

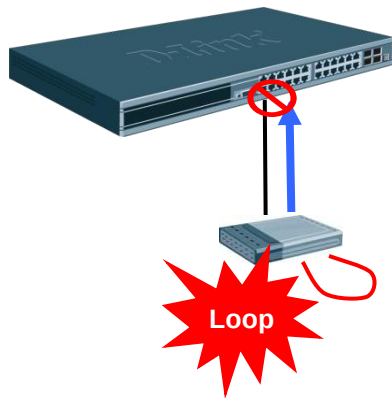
- › Users connect their own switches and cause loop unintentionally or purposely
- › The loop can cause packet storm and overwhelm the whole system
- › Bring down the entire network and it's time consuming to recover



Solution: Loopback Detection

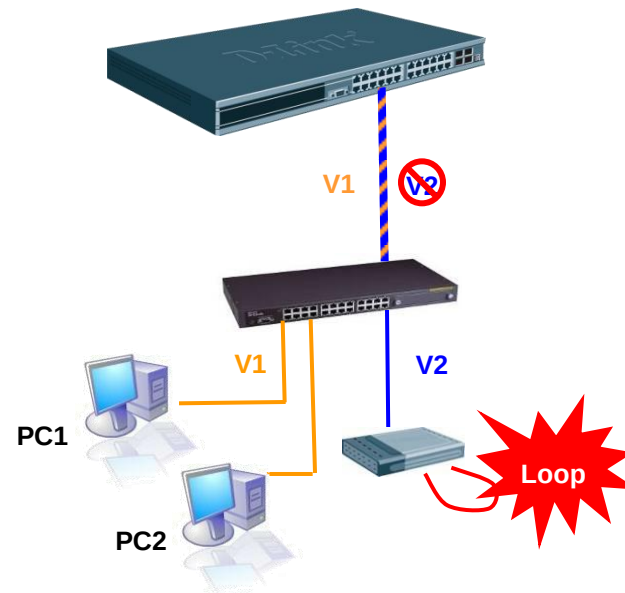
Loopback Detection

The **LBD feature** can detect a loop and automatically shut or recover that port without human intervention.



1. Port-based LBD

Port shut down, no traffic is allowed



2. VLAN-based LBD

Block the traffic from the loop happening VLAN without shutting down the trunking port.

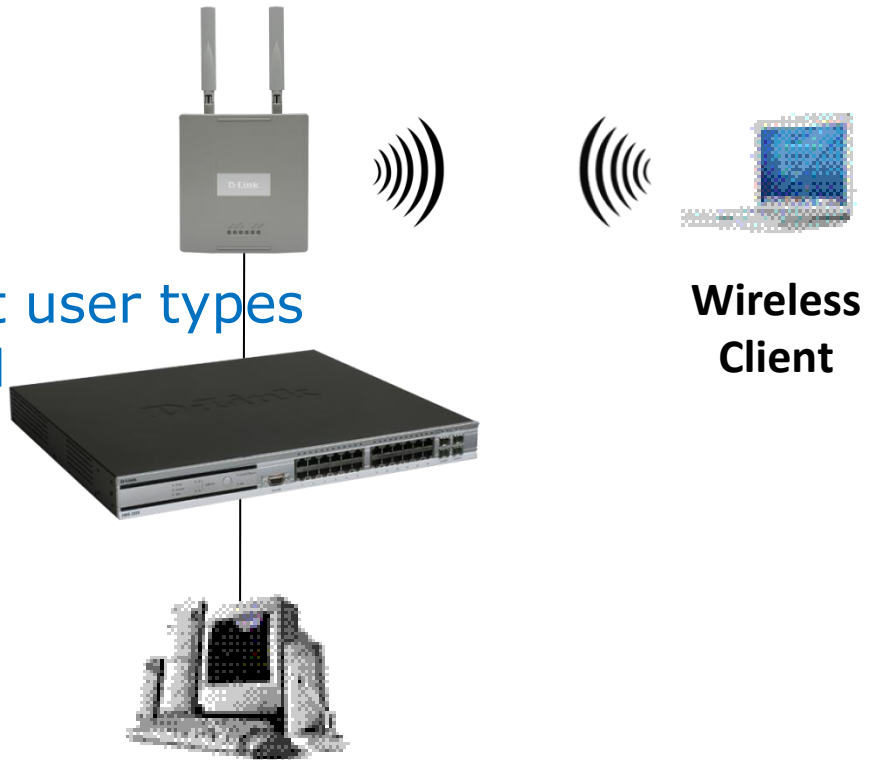
Requirement: Securing the WLAN

Features

- › Multiple SSID
- › Encryption per SSID
- › Authentication per SSID

Benefits

- › APs support multiple/ different user types
- › Securely Migrate LAN to WLAN



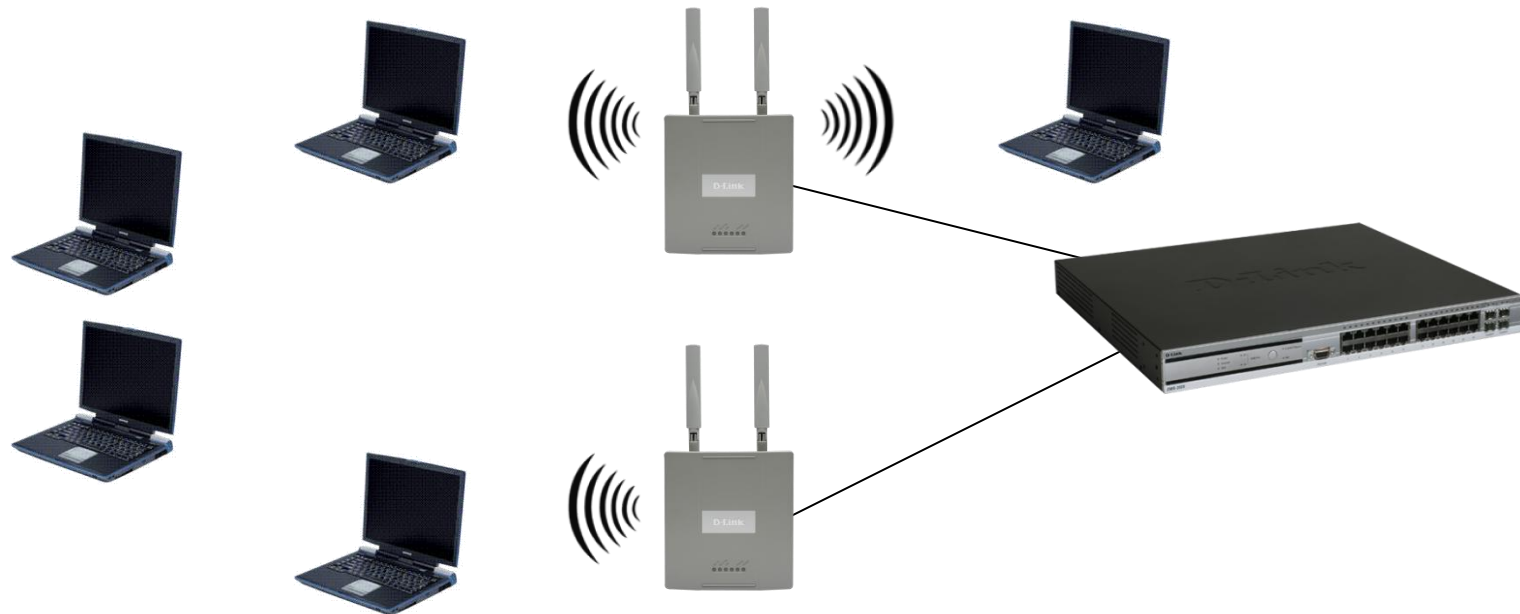
Problem: WLAN Reliability

Features

- › Balances users in larger areas
- › No dropped wireless connections where many Access Points are accessible

Benefits

- › Optimizes Clients' Wireless Experience
- › Maximize AP Efficiency



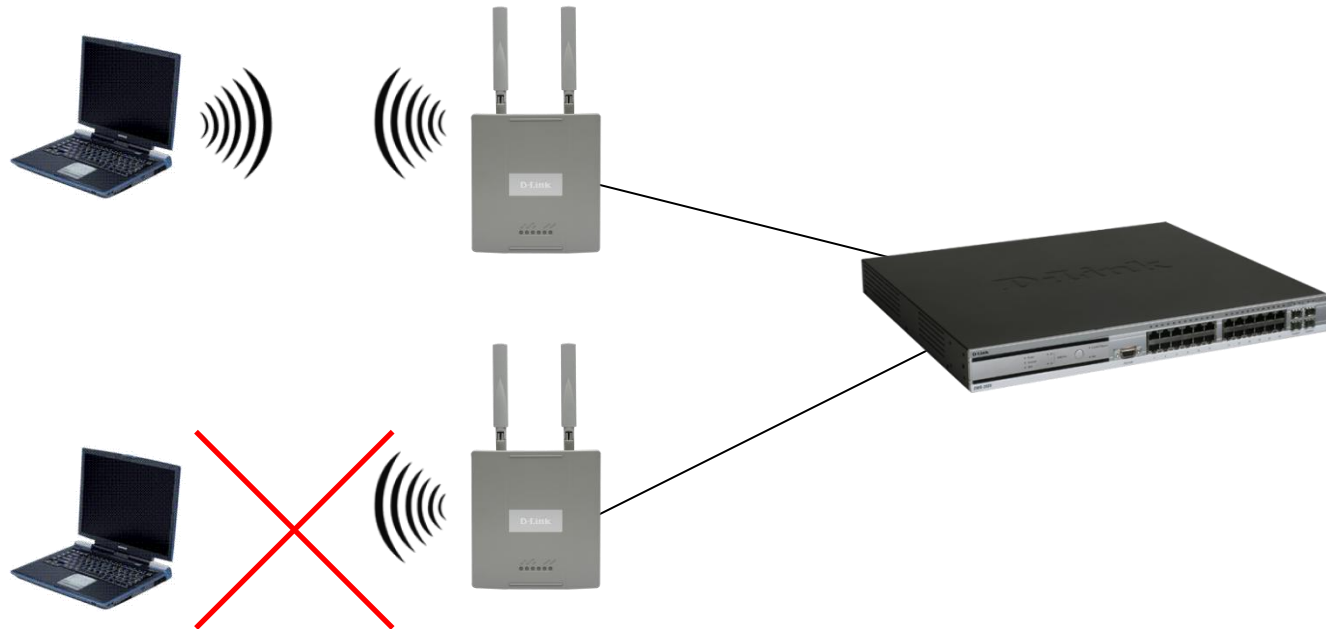
Problem: Controlling Guest Access

Features

- › Blocks network access until user verification
- › URL Redirection
- › Session Time Out

Benefits

- › Easily Manages Guest Access
 - › Redirect to custom Web Page
 - › Automatic Session Limits
- Integration support



Our Value

- › The D-Link economic model for small to medium organizations focuses on keeping it simple. Again, Gartner pegs labour at 43 percent of TCO, so saving labour is saving money. The simplicity D-Link strives for in its products also saves customers in terms of training and opportunity costs. With less time spent installing, configuring, managing and trouble shooting the D-Link components in your network, you have more time and resources for strategic networking initiatives.
- › D-Link supports only standard network protocols; you won't be locked into a proprietary solution.
- › No support contracts required
- › [No Charge Unlimited](#) 1-800 [Local Based](#) Technical Support
- › Lifetime & Limited Lifetime warranty / [Advanced](#) Next Business Day Replacement
- › [No Charge](#) Product Training
- › [No Charge](#) Firmware Upgrades
- › Evaluation Program / [Test Drive](#)
- › Because the SMB is our base, we engage with our customers at a lower \$'s, We send a right-sized sales and engineering team to visit whatever the size of your account so as to not drive up costs and to avoid any suggestion of high-pressure sales tactics.

When it's time to think of a manufacturer to partner with to win your bid and make more money, it's... **Time to Think D-Link.**

Thank You

